DCM Sikorsky

Pricing and Negotiation Conference

IPT PRICING TEAM

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Sikorsky IPT Pricing Team

DCMA Defense Contract Management Agency

◆ **DCM Sikorsky established a dedicated Pricing/Negotiation Team consisting of the following personnel:**

◆ **1 Corporate ACO, GS-1102-13, (Work Leader, Rates, Systems, etc,;)**

◆ **2 Contract Specialists, GS-1102-12 (Negotiator/CP Analysts);**

◆ **2 Contract Specialists, GS-1102-11 (Negotiator/CP Analysts);**

◆ **1 Contract Specialist GS-1102-12 (Forward Pricing Rates);**

◆ **1 Industrial Specialist, GS-1150-12 (Technical Analysis);**

◆ **1 Industrial Engineer, GS-0896-12 (Technical Analysis,**

Sikorsky IPT Pricing Team

- ◆ **The team's areas of responsibility include:**

    - ◆ **Negotiating and definitizing ACO/PCO issued UCA's;**

    - ◆ **Negotiating fully priced ACO/PCO issued orders;**

    - ◆ **Providing pricing and/or technical advice to PCO's;**

    - ◆ **Conduct/participate in alpha negotiations;**

    - ◆ **Negotiate Forward Pricing Rates/issue Forward Pricing Rate recommendation; and**

    - ◆ **Monitor/issue findings of contractors systems status, including accounting, property, estimating, etc.**

◆ **The team was established based on these significant advantages:**

 ◆ **The team presents one face to the contractor regarding profit, rates, accounting and estimating systems issues, etc;**

 ◆ **Shorter lines of communication with CACO concerning rates/system issues;**

 ◆ **Easier to manage workloads to meet program and management needs;**

 ◆ **The team members are experts on contractor pricing related systems while the operations team are contract and program experts; and**

 ◆ **To compensate for the OPs team not having an assigned pricer, each of the contract specialists is**

◆ **The benefits of this team are:**

◆ **Seamless shifting of workload to meet contracts and programs needs;**

◆ **The ability to meet urgent quick turnarounds for ACO/PCO requests;**

◆ **Negotiation cycle time of 68 days y-t-d as of 3/30/00;**

◆ **On time UCA negotiation of 68% y-t-d as of 3/30/00; and**

◆ **UCA overage of 4.6% y-t-d as of 3/30/00.**